MatsukiyoCocokara & Co.

# Detailed data on Monthly Sales Performance in October, 2026 (YoY)

1. Monthly sales performance covers stores and businesses in Japan.
2. Percentages are rounded off.
3. Same-store sales represent comparable store sales (current versus prior year period) in operation for at least 13 months.
4. Franchise is a wholesale business conducted by Matsumotokiyoshi Group for its franchise stores and Community Pharmacy Support Program members.
5. Wholesale and nursing care businesses conducted by Cocokarafine Group are not included in this total.
6. From June 2026, the sales performance for Universal Drug is aggregated under "And Company" with a one-month lag, similar to the consolidated results.
7. From October 2026, the sales performance of John Masters Holdings, Inc. is aggregated under the "Management support" business and is included in the results of all stores sales performance of MatsukiyoCocokara & Co.
8. Figures for the most recent month are calculated as preliminary figures. If there is a difference from the confirmed figures, they will be updated in the following month or later.

**MatsukiyoCocokara&Co. total**

| FY2026 | | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Total | 1Q | 2Q | 3Q | 4Q | 1H | 2H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Same stores | Sales （%） | 3.8 | 5.4 | -2.9 | 2.2 | -0.2 | 0.1 | 4.6 | | | | | | 1.8 | 2.1 | 0.7 | 4.6 | | 1.4 | 4.6 |
| | Number of Customers （%） | -0.5 | 2.0 | -6.8 | -1.6 | -3.6 | -5.4 | -0.1 | | | | | | -2.3 | -1.8 | -3.5 | -0.1 | | -2.6 | -0.1 |
| | Spending per Customer （%） | 4.3 | 3.3 | 4.1 | 3.9 | 3.5 | 5.8 | 4.7 | | | | | | 4.2 | 3.9 | 4.3 | 4.7 | | 4.1 | 4.7 |
| Franchise | Sales （%） | 2.3 | -2.1 | 3.9 | -4.0 | -4.8 | 1.8 | 1.0 | | | | | | -0.3 | 1.4 | -2.4 | 1.0 | | -0.5 | 1.0 |
| All stores | Sales （%） | 7.6 | 8.8 | 0.7 | 6.0 | 3.3 | 3.7 | 6.0 | | | | | | 5.1 | 5.7 | 4.4 | 6.0 | | 5.0 | 6.0 |
| | Drugstore sales （%） | 5.9 | 8.2 | -2.0 | 4.3 | 1.7 | 1.7 | 6.0 | | | | | | 3.7 | 4.0 | 2.6 | 6.0 | | 3.3 | 6.0 |
| | Pharmacy store sales （%） | 16.9 | 11.9 | 16.2 | 15.6 | 12.9 | 14.2 | 5.6 | | | | | | 13.2 | 15.0 | 14.3 | 5.6 | | 14.6 | 5.6 |
| | Number of Customers （%） | 2.6 | 5.0 | -4.0 | 1.8 | -0.3 | -2.3 | 1.7 | | | | | | 0.6 | 1.2 | -0.2 | 1.7 | | 0.5 | 1.7 |
| | Spending per Customer （%） | 4.9 | 3.6 | 4.8 | 4.1 | 3.6 | 6.1 | 4.2 | | | | | | 4.5 | 4.4 | 4.6 | 4.2 | | 4.5 | 4.2 |

**Matsumotokiyoshi Group**

| FY2026 | | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Total | 1Q | 2Q | 3Q | 4Q | 1H | 2H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Same stores | Sales （%） | 5.0 | 6.8 | -2.4 | 3.1 | 0.4 | 0.5 | 5.8 | | | | | | 2.7 | 3.1 | 1.4 | 5.8 | | 2.2 | 5.8 |
| | Number of Customers （%） | 1.0 | 3.3 | -5.9 | -0.8 | -2.8 | -4.8 | 0.9 | | | | | | -1.3 | -0.6 | -2.7 | 0.9 | | -1.7 | 0.9 |
| | Spending per Customer （%） | 4.0 | 3.4 | 3.8 | 3.9 | 3.3 | 5.5 | 4.9 | | | | | | 4.1 | 3.7 | 4.2 | 4.9 | | 4.0 | 4.9 |
| Franchise | Sales （%） | 2.3 | -2.1 | 3.9 | -4.0 | -4.8 | 1.8 | 1.0 | | | | | | -0.3 | 1.4 | -2.4 | 1.0 | | -0.5 | 1.0 |
| All stores | Sales （%） | 7.1 | 8.4 | -0.3 | 4.7 | 1.9 | 2.3 | 7.2 | | | | | | 4.5 | 5.0 | 3.0 | 7.2 | | 4.0 | 7.2 |
| | Drugstore sales （%） | 6.7 | 8.4 | -1.3 | 4.2 | 1.4 | 1.6 | 7.0 | | | | | | 4.0 | 4.5 | 2.4 | 7.0 | | 3.5 | 7.0 |
| | Pharmacy store sales （%） | 10.9 | 7.8 | 10.0 | 10.1 | 6.9 | 8.8 | 9.0 | | | | | | 9.1 | 9.6 | 8.6 | 9.0 | | 9.1 | 9.0 |
| | Number of Customers （%） | 3.4 | 5.4 | -3.9 | 1.6 | -0.5 | -2.5 | 3.1 | | | | | | 0.9 | 1.6 | -0.4 | 3.1 | | 0.6 | 3.1 |
| | Spending per Customer （%） | 3.6 | 2.8 | 3.7 | 3.1 | 2.4 | 4.9 | 3.9 | | | | | | 3.5 | 3.3 | 3.4 | 3.9 | | 3.4 | 3.9 |

**Matsumotokiyoshi Co., Ltd.**

| FY2026 | | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Total | 1Q | 2Q | 3Q | 4Q | 1H | 2H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Same stores | Sales （%） | 5.7 | 7.7 | -1.9 | 3.6 | 0.2 | 0.2 | 6.0 | | | | | | 3.1 | 3.8 | 1.4 | 6.0 | | 2.6 | 6.0 |

**Cocokarafine Group**

| FY2026 | | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Total | 1Q | 2Q | 3Q | 4Q | 1H | 2H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Same stores | Sales （%） | 1.9 | 3.0 | -3.8 | 0.7 | -1.3 | -0.6 | 3.1 | | | | | | 0.4 | 0.3 | -0.4 | 3.1 | | 0.0 | 3.1 |
| | Number of Customers （%） | -3.2 | -0.3 | -8.3 | -3.1 | -5.0 | -6.6 | -1.4 | | | | | | -4.0 | -4.0 | -4.9 | -1.4 | | -4.4 | -1.4 |
| | Spending per Customer （%） | 5.2 | 3.3 | 4.9 | 4.0 | 3.9 | 6.3 | 4.6 | | | | | | 4.6 | 4.5 | 4.7 | 4.6 | | 4.6 | 4.6 |
| All stores | Sales （%） | 1.9 | 3.0 | -3.7 | 0.8 | -1.4 | -1.1 | 2.8 | | | | | | 0.3 | 0.4 | -0.6 | 2.8 | | -0.1 | 2.8 |
| | Drugstore sales （%） | 0.5 | 3.9 | -6.8 | -0.3 | -2.4 | -2.7 | 2.7 | | | | | | -0.8 | -0.8 | -1.8 | 2.7 | | -1.3 | 2.7 |
| | Pharmacy store sales （%） | 5.8 | 0.4 | 5.6 | 3.8 | 1.8 | 3.2 | 3.2 | | | | | | 3.4 | 4.0 | 2.9 | 3.2 | | 3.5 | 3.2 |
| | Number of Customers （%） | -2.9 | -0.1 | -8.1 | -3.1 | -5.1 | -7.0 | -1.7 | | | | | | -4.0 | -3.7 | -5.0 | -1.7 | | -4.4 | -1.7 |
| | Spending per Customer （%） | 5.0 | 3.1 | 4.8 | 4.0 | 4.0 | 6.3 | 4.6 | | | | | | 4.5 | 4.3 | 4.7 | 4.6 | | 4.5 | 4.6 |

**アンドカンパニー**

| FY2026 | | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Total | 1Q | 2Q | 3Q | 4Q | 1H | 2H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Same stores | Sales （%） | | | | | | | -4.6 | | | | | | -4.6 | | | -4.6 | | | -4.6 |
| | Number of Customers （%） | | | | | | | -11.1 | | | | | | -11.1 | | | -11.1 | | | -11.1 |
| | Spending per Customer （%） | | | | | | | 7.4 | | | | | | 7.4 | | | 7.4 | | | 7.4 |
| All stores | Sales （%） | | | | | | | 8.8 | | | | | | 8.8 | | | 8.8 | | | 8.8 |
| | Drugstore sales （%） | | | | | | | 11.7 | | | | | | 11.7 | | | 11.7 | | | 11.7 |
| | Pharmacy store sales （%） | | | | | | | 6.6 | | | | | | 6.6 | | | 6.6 | | | 6.6 |
| | Number of Customers （%） | | | | | | | 14.8 | | | | | | 14.8 | | | 14.8 | | | 14.8 |
| | Spending per Customer （%） | | | | | | | -5.3 | | | | | | -5.3 | | | -5.3 | | | -5.3 |

**Number of stores**

| FY2026 | 4月 | 5月 | 6月 | 7月 | 8月 | 9月 | 10月 | 11月 | 12月 | 1月 | 2月 | 3月 | 累計 | 1Q | 2Q | 3Q | 4Q | 上期 | 下期 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Group stores openings in total | 16 | 9 | 11 | 11 | 5 | 4 | 4 | | | | | | 60 | 36 | 20 | | | 56 | |
| Matsumotokiyoshi Group Business | 12 | 7 | 9 | 9 | 3 | 4 | 2 | | | | | | 46 | 28 | 16 | | | 44 | |
| Cocokarafine Group Business | 4 | 2 | 2 | 2 | 2 | 0 | 2 | | | | | | 14 | 8 | 4 | | | 12 | |
| And Company Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | 0 | 0 | 0 | | | 0 | |
| Management support Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | 0 | 0 | 0 | | | 0 | |
| Group stores closings in total | 9 | 4 | 10 | 9 | 5 | 5 | 2 | | | | | | 44 | 23 | 19 | | | 42 | |
| Matsumotokiyoshi Group Business | 2 | 2 | 2 | 6 | 1 | 2 | 0 | | | | | | 15 | 6 | 9 | | | 15 | |
| Cocokarafine Group Business | 7 | 2 | 8 | 2 | 4 | 3 | 2 | | | | | | 28 | 17 | 9 | | | 26 | |
| And Company Business | 0 | 0 | 0 | 1 | 0 | 0 | 0 | | | | | | 1 | 0 | 1 | | | 1 | |
| Management support Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | 0 | 0 | 0 | | | 0 | |
| Group store acquisitions, etc. in total | 0 | 0 | 19 | 0 | 0 | 35 | 0 | | | | | | 54 | 19 | 35 | | | 54 | |
| And Company Business | 0 | 0 | 19 | 0 | 0 | 0 | 0 | | | | | | 19 | 19 | 0 | | | 19 | |
| Management support Business | 0 | 0 | 0 | 0 | 0 | 35 | 0 | | | | | | 35 | 0 | 35 | | | 35 | |
| Group stores at end of period | 3,625 | 3,630 | 3,650 | 3,652 | 3,652 | 3,686 | 3,688 | | | | | | 3,688 | 3,650 | 3,651 | | | 3,651 | |
| Matsumotokiyoshi Group Business | 1,980 | 1,985 | 1,992 | 1,995 | 1,997 | 1,999 | 2,001 | | | | | | 2,001 | 1,992 | 1,999 | | | 1,999 | |
| Cocokarafine Group Business | 1,533 | 1,533 | 1,527 | 1,527 | 1,525 | 1,522 | 1,522 | | | | | | 1,522 | 1,527 | 1,522 | | | 1,522 | |
| And Company Business | 112 | 112 | 131 | 130 | 130 | 130 | 130 | | | | | | 130 | 131 | 130 | | | 130 | |
| Management support Business | 0 | 0 | 0 | 0 | 0 | 35 | 35 | | | | | | 35 | 0 | 35 | | | 35 | |
| Group Parmacy stores at end of period | 1,115 | 1,116 | 1,123 | 1,121 | 1,123 | 1,122 | 1,122 | | | | | | 1,122 | 1,123 | 1,122 | | | 1,122 | |
| Matsumotokiyoshi Group Business | 487 | 487 | 488 | 487 | 489 | 489 | 489 | | | | | | 489 | 488 | 489 | | | 489 | |
| Cocokarafine Group Business | 535 | 536 | 538 | 538 | 538 | 537 | 537 | | | | | | 537 | 538 | 537 | | | 537 | |
| And Company Business | 93 | 93 | 97 | 96 | 96 | 96 | 96 | | | | | | 96 | 97 | 96 | | | 96 | |
| Management support Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | 0 | 0 | 0 | | | 0 | |